

**SANTA ANA DISTRICT OFFICE  
FY 2017 LENDER RANKINGS  
AS OF 11/30/16**



**TOP 3 LENDERS**

<b>#1 WELLS FARGO BANK, N.A.</b>
<b>56</b>
<b>\$19,214,200</b>

<b>#2 US BANK</b>
<b>20</b>
<b>\$5,580,900</b>

<b>#3 CDC SMALL BUS. FINANCE</b>
<b>15</b>
<b>\$7,913,500</b>

<b>Rank</b>	<b>Lender Name</b>	<b># of Loans</b>	<b>\$ Amount of Loans</b>	<b>Average \$/Loan</b>
<b>1</b>	<b>WELLS FARGO BANK NATL ASSOC</b>	<b>56</b>	<b>\$19,214,200</b>	<b>\$343,111</b>
<b>2</b>	<b>U.S. BANK NATIONAL ASSOCIATION</b>	<b>20</b>	<b>\$5,580,900</b>	<b>\$279,045</b>
<b>3</b>	<b>CDC SMALL BUS. FINAN CORP</b>	<b>15</b>	<b>\$7,913,500</b>	<b>\$527,567</b>
4	JPMORGAN CHASE BANK NATL ASSOC	15	\$2,947,400	\$196,493
5	EAST WEST BANK	14	\$10,460,000	\$747,143
6	COMPASS BANK	13	\$1,775,200	\$136,554
7	CENTERSTONE SBA LENDING, INC.	6	\$4,950,000	\$825,000
8	FIRST GENERAL BANK	6	\$2,050,000	\$341,667
9	BANK OF HOPE	6	\$1,606,500	\$267,750
10	CELTIC BANK CORPORATION	6	\$720,000	\$120,000
11	PACIFIC CITY BANK	5	\$3,916,000	\$783,200
12	FIRST HOME BANK	5	\$1,215,000	\$243,000
13	BUSINESS FINANCE CAPITAL	4	\$9,647,000	\$2,411,750
14	SOUTHLAND ECONOMIC DEVEL CORP	4	\$5,091,000	\$1,272,750
15	BANK OF AMERICA NATL ASSOC	4	\$3,575,000	\$893,750
16	COMMUNITY BANK	4	\$2,966,000	\$741,500
17	US METRO BANK	4	\$1,619,200	\$404,800
18	COMMERCEWEST BANK	4	\$550,000	\$137,500
19	OPEN BANK	3	\$7,493,500	\$2,497,833
20	CALIFORNIA STATEWIDE CERT. DEV	3	\$4,951,000	\$1,650,333
21	BANK OF THE WEST	3	\$4,308,500	\$1,436,167
22	SEACOAST COMMERCE BANK	3	\$4,214,000	\$1,404,667
23	MORTGAGE CAP. DEVEL CORP	3	\$4,069,000	\$1,356,333
24	HANMI BANK	3	\$3,464,000	\$1,154,667
25	CITIBANK, N.A.	3	\$3,047,000	\$1,015,667
26	UNITI BANK	3	\$2,182,000	\$727,333
27	FIRST CHOICE BANK	3	\$2,142,200	\$714,067
28	LIVE OAK BANKING COMPANY	3	\$1,885,000	\$628,333
29	ENTERPRISE FUNDING CORPORATION	3	\$1,419,000	\$473,000
30	STEARNS BK NATL ASSOC	3	\$636,500	\$212,167
31	CALIFORNIA UNITED BANK	3	\$554,000	\$184,667
32	COMERICA BANK	3	\$355,000	\$118,333
33	EVERTRUST BANK	2	\$2,490,000	\$1,245,000
34	WOORI AMERICA BANK	2	\$1,785,000	\$892,500
35	PACIFIC W. CERT. DEVEL CORP	2	\$1,140,000	\$570,000
36	COMMONWEALTH BUSINESS BANK	2	\$1,135,000	\$567,500
37	AMPAC TRI-STATE CDC, INC.	2	\$978,000	\$489,000
38	NEWTEK SMALL BUS. FINANCE INC.	2	\$650,000	\$325,000
39	HANA SMALL BUS. LENDING INC.	2	\$505,000	\$252,500
40	CATHAY BANK	1	\$3,740,000	\$3,740,000
41	SAN DIEGO PRIVATE BANK	1	\$2,400,000	\$2,400,000

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
42	CUSTOMERS BANK	1	\$1,076,500	\$1,076,500
43	PACIFIC COMMERCE BANK	1	\$1,053,300	\$1,053,300
44	READYCAP LENDING, LLC	1	\$1,040,000	\$1,040,000
45	HARVEST SMALL BUS. FINANCE LLC	1	\$824,500	\$824,500
46	HOMESTREET BANK	1	\$817,000	\$817,000
47	PACIFIC PREMIER BANK	1	\$750,000	\$750,000
48	TECHNOLOGY CU	1	\$715,000	\$715,000
49	PLAZA BANK	1	\$696,000	\$696,000
50	SO CAL CDC	1	\$463,000	\$463,000
51	MANUFACTURERS BANK	1	\$442,000	\$442,000
52	SHINHAN BANK AMERICA	1	\$413,000	\$413,000
53	UNITED BUSINESS BANK, F.S.B.	1	\$399,500	\$399,500
54	ZIONS BANK, A DIVISION OF	1	\$350,000	\$350,000
55	KINECTA FCU	1	\$350,000	\$350,000
56	MUFG UNION BANK NATL ASSOC	1	\$348,000	\$348,000
57	COLUMBUS FIRST BANK	1	\$340,000	\$340,000
58	COBIZ BANK	1	\$302,000	\$302,000
59	STATE BANK AND TRUST COMPANY	1	\$300,000	\$300,000
60	CRF SMALL BUS. LOAN COMPANY LL	1	\$265,000	\$265,000
61	ROYAL BUSINESS BANK	1	\$250,000	\$250,000
62	BANC OF CALIFORNIA NATL ASSOC	1	\$200,000	\$200,000
63	PACIFIC ENTERPRISE BANK	1	\$175,000	\$175,000
64	CITY NATIONAL BANK	1	\$150,000	\$150,000
65	INDEPENDENCE BANK	1	\$150,000	\$150,000
66	PCR SMALL BUSINESS DEVELOPMENT	1	\$150,000	\$150,000
67	COMMERCE BANK OF TEMECULA VALL	1	\$58,000	\$58,000
68	BANNER BANK	1	\$20,000	\$20,000
<b><i>TOTALS:</i></b>		<b><i>276</i></b>	<b><i>\$153,438,400</i></b>	<b><i>\$555,936</i></b>